

True Partnerships

“Lip service or a life long partnership”

What do partnerships mean to you?

- Commitment to getting a result
- Listening (two way street)
- Mutual benefit
- Communication, good listening, regular event
- The ability to adapt
- Stability in organisations (time)
- Common plan of action, pooling of skills, goals
- Expansion of knowledge
- Longevity (looking at the long term)
- Cooperative approach to achieving the goal
- Trading of Assets
- Unity
- Consistency of Interaction
- Dedication and commitment to basic principle of partnerships
- Working together – collaboration
- Open lines of communication
- Leveraging of investment
- Motivation
- Shared goals and visions
- Networking – have a voice and be part of it
- Risks – effective communication, non exclusive, financial, image rather than action
- Honesty, Respect, Debate the topic not the person
- Agree to disagree
- Accountability
- Trust
- Progress Monitoring and Feedback

What defines a true partnership?

“Examples”

- Progress (people, land, community)
- Meeting goals
- Good damage control
- Pushing the envelop
- Acting on feedback
- Flexibility
- New ideas
- Looking outside the square
- Supporting
- Caring for each other
- A good partnership is like a tree – you have to have good ROOTS.
- Common goals and visions
- Cooperation
- Collaboration
- Mutual responsibility and accountability
- Respect and value all input
- Increase opportunities i.e. education and information sharing
- Open lines of communication, Transparency,
- Mutual benefits
- Reciprocity
- Core Values (ethics, values, morals, productivity, ownership, personal satisfaction, succession planning)
- Fun
- Different skills (diversity, synergy)

“Keys to a true partnership”

- **Communication is a two way street (open, regular and honest)**
- **Commitment (Personal and Aussie Dollars)**
- **Satisfactory result for all parties**
- **Trust**
- **Achievement**
- **Common Goal (shared)**
- **Core Values**
- **Monitoring and Improving**